

HALWANI BROTHERS COMPANY
(A Saudi Joint Stock Company)

CONSOLIDATED FINANCIAL STATEMENTS

31 DECEMBER 2011

**AUDITORS' REPORT TO THE SHAREHOLDERS OF
HALWANI BROTHERS COMPANY
(A SAUDI JOINT STOCK COMPANY)**

Scope of audit

We have audited the accompanying consolidated balance sheet of Halwani Brothers Company (a Saudi joint stock company) and its subsidiary as at 31 December 2011 and the related consolidated statements of income, cash flows and changes in shareholders' equity for the year then ended. These consolidated financial statements are the responsibility of the Company's management and have been prepared by them in accordance with the provisions of Article 123 of the Regulations for Companies and submitted to us together with all the information and explanations which we required. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the Kingdom of Saudi Arabia. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable degree of assurance to enable us to express an opinion on the consolidated financial statements.

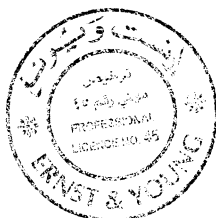
Unqualified opinion

In our opinion, the consolidated financial statements taken as a whole:

- i) present fairly, in all material respects, the financial position of the Company and its subsidiary as at 31 December 2011 and the results of their operations and their cash flows for the year then ended in accordance with accounting standards generally accepted in the Kingdom of Saudi Arabia.
- ii) comply with the requirements of the Regulations for Companies and the Company's by-laws in so far as they affect the preparation and presentation of the financial statements.

for Ernst & Young

Ahmed I. Reda
Certified Public Accountant
Licence No. 356



18 February 2012
26 Rabi Al Awal 1433 H

Jeddah

Halwani Brothers Company (A Saudi Joint Stock Company)

CONSOLIDATED BALANCE SHEET

As at 31 December 2011

	Note	2011 SR	2010 SR
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	3	121,080,874	116,900,365
Trade accounts receivable, net	4	107,545,714	125,845,335
Due from related parties	5	1,444,740	4,735,501
Inventories, net	6	176,844,776	180,833,405
Prepaid expenses and other assets	7	15,981,991	15,727,982
TOTAL CURRENT ASSETS		422,898,095	444,042,588
NON-CURRENT ASSETS			
Property and equipment, net	8	265,969,434	208,951,560
TOTAL ASSETS		688,867,529	652,994,148
LIABILITIES AND SHAREHOLDERS' EQUITY			
CURRENT LIABILITIES			
Trade accounts payable		57,051,610	67,398,520
Current portion from term loan	9	268,329	-
Due to related parties	5	464,858	885,978
Accrued expenses and other payables	10	41,626,738	39,454,184
Zakat Payable	18	8,831,886	9,014,564
TOTAL CURRENT LIABILITIES		108,243,421	116,753,246
NON-CURRENT LIABILITIES			
Term loan	9	12,411,421	-
Deferred tax	18	2,146,817	1,083,926
Employees' terminal benefits		28,244,178	27,633,619
TOTAL NON-CURRENT LIABILITIES		42,802,416	28,717,545
TOTAL LIABILITIES		151,045,837	145,470,791
SHAREHOLDERS' EQUITY			
Capital	11	285,714,300	285,714,300
Statutory reserve	12	125,218,098	117,165,653
General reserve	13	9,005,096	9,005,096
Retained earnings		140,266,995	112,852,133
Translation adjustments of financial statements of a subsidiary		(22,382,797)	(17,213,825)
TOTAL SHAREHOLDERS' EQUITY		537,821,692	507,523,357
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		688,867,529	652,994,148

The consolidated financial statements were authorised for issuance in accordance with the Board of Directors resolution of 18 February 2012 and signed on their behalf by:

Engr. Saleh Hefni
Chief Executive Officer

Moataz Mortada
Chief Financial Officer

The attached notes 1 to 25 form part of these consolidated financial statements.

Halwani Brothers Company (A Saudi Joint Stock Company)

CONSOLIDATED STATEMENT OF INCOME

For the year ended 31 December 2011

	<i>Note</i>	2011 SR	2010 SR
Sales		813,643,298	731,969,490
Cost of sales		(570,132,043)	(494,015,929)
GROSS PROFIT		243,511,255	237,953,561
Selling and distribution expenses	15	(100,526,189)	(96,856,240)
General and administration expenses	16	(38,497,649)	(43,347,034)
NET INCOME FROM THE OPERATIONS		104,487,417	97,750,287
Returns on time deposits		1,332,458	1,609,465
Other income	17	3,991,480	2,229,158
Tadawul expenses and dividends		(774,817)	(928,655)
NET INCOME BEFORE ZAKAT AND INCOME TAX		109,036,538	100,660,255
Zakat	18	(8,708,862)	(8,865,161)
Income tax	18	(19,803,224)	(11,394,761)
NET INCOME		80,524,452	80,400,333
Earnings per share:			
From net income from the operations	24	3.66	3.42
From net income	24	2.82	2.81

The attached notes 1 to 25 form part of these consolidated financial statements.

Halwani Brothers Company (A Saudi Joint Stock Company)

CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 December 2011

	Note	2011 SR	2010 SR
OPERATING ACTIVITIES			
Net income for the year before zakat and income tax		109,036,538	100,660,255
Adjustments for:			
Provision for doubtful debts		3,622,924	7,208,324
Provision for slow moving items		480,524	2,303,793
Depreciation		19,163,590	17,783,706
Employees' terminal benefits, net		610,559	776,096
Gain on sale of property and equipment		(1,060,562)	(1,279,092)
		131,853,573	127,453,082
Changes in operating assets and liabilities:			
Accounts receivable		14,405,657	(13,562,380)
Due from/to related parties		2,866,433	(585,191)
Inventories		2,286,870	(52,123,319)
Prepaid expenses and other assets		(307,748)	(3,825,492)
Accounts payable		(10,695,745)	22,726,169
Accrued expenses and other payables		(5,472,246)	8,422,148
Cash from operations		134,936,794	88,505,017
Zakat paid		(8,891,540)	(8,732,711)
Income tax paid		(11,553,736)	(5,494,834)
Net cash flows from operating activities		114,491,518	74,277,472
INVESTING ACTIVITIES			
Purchase of property and equipment		(77,856,202)	(73,484,348)
Proceeds from sale of property and equipment		1,202,337	2,783,317
Net cash flows used in investing activities		(76,653,865)	(70,701,031)
FINANCING ACTIVITIES			
Proceeds from term loans		12,540,000	-
Dividends	14	(42,857,145)	(28,571,430)
Directors' remuneration		(2,200,000)	(1,204,569)
Net cash flows used in financing activities		(32,517,145)	(29,775,999)
CHANGE IN CASH AND CASH EQUIVALENTS		5,320,508	(26,199,558)
Effect of exchange rate change on cash and cash equivalents		(1,139,999)	(1,100,089)
Cash and cash equivalents at the beginning of the year		116,900,365	144,200,012
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR		121,080,874	116,900,365
SUPPLEMENTARY INFORMATION FOR NON-CASH TRANSACTIONS:			
Effect of exchange rate change on translating of a subsidiary's financial statements		5,168,972	6,159,786
Amortisation of term loan administration fees		139,750	-

The attached notes 1 to 25 form part of these consolidated financial statements.

Halwani Brothers Company (A Saudi Joint Stock Company)

CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

For the year ended 31 December 2011

	<i>Note</i>	<i>2011 SR</i>	<i>2010 SR</i>
CAPITAL	11	285,714,300	285,714,300
STATUTORY RESERVE			
Balance at the beginning of the year	12	117,165,653	109,125,620
Transfer from retained earnings		8,052,445	8,040,033
Balance at the end of the year		125,218,098	117,165,653
GENERAL RESERVE	13	9,005,096	9,005,096
RETAINED EARNINGS			
Balance at the beginning of the year		112,852,133	70,267,832
Net income for the year		80,524,452	80,400,333
Transfer to statutory reserve		(8,052,445)	(8,040,033)
Directors' remuneration		(2,200,000)	(1,204,569)
Dividends	14	(42,857,145)	(28,571,430)
Balance at the end of the year		140,266,995	112,852,133
TRANSLATION ADJUSTMENTS OF FINANCIAL STATEMENTS OF A SUBSIDIARY			
Balance at the beginning of the year		(17,213,825)	(11,054,039)
Translation difference during the year		(5,168,972)	(6,159,786)
Balance at the end of the year		(22,382,797)	(17,213,825)
Total shareholders' equity		537,821,692	507,523,357

The attached notes 1 to 25 form part of these consolidated financial statements.

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2011

1 ACTIVITIES

Halwani Brothers Company ("The Company") is a Saudi Joint Stock Company registered in the Kingdom of Saudi Arabia under Commercial Registration No. 4030005702 issued in Jeddah on 11 Rabie II 1388 H (corresponding to 7 July 1968).

The Company is engaged in manufacturing, packaging, wholesale and retail trading in food products.

The consolidated financial statements comprise the financial statements of the parent company and Halwani Brothers Company Egypt (Egyptian Joint Stock Company), a fully owned subsidiary. The subsidiary is engaged in the manufacturing and packaging of foodstuffs.

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements are prepared in accordance with accounting standards generally accepted in the Kingdom of Saudi Arabia. The significant accounting policies adopted are as follows:

Accounting convention

The consolidated financial statements are prepared under the historical cost convention.

Basis of consolidation

The consolidated financial statements comprise the financial statements of the parent company and its subsidiary as explained in note (1) above. All inter-company transactions and balances are eliminated on consolidation.

Use of estimate

The preparation of the consolidated financial statements in conformity with standards generally accepted in the Kingdom of Saudi Arabia requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period.

Revenue recognition

Revenue is recognized when goods are delivered to the customer, net of commercial and quantity discounts.

Accounts receivable

Accounts receivable are stated at original invoice amount less a provision for any uncollectible amounts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written off as incurred.

Inventories

Raw materials, finished goods, packaging materials, work-in-progress and spare parts are stated at the lower of cost or estimated net realizable value. Cost of raw materials, packaging materials and spare parts are determined using the moving average method.

Cost of finished goods and work-in-progress include direct materials, direct labour and appropriate allocation of manufacturing overheads. Provision is made for slow moving and obsolete spare parts.

Property and equipment/depreciation

Property and equipment are stated at cost net of accumulated depreciation and any impairment. Free-hold land is not depreciated. The cost less estimated residual value of other property and equipment is depreciated on a straight-line basis over the estimated useful lives of the assets.

The carrying values of property and equipment are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount, being the higher of their fair value less cost to sell and their value in use.

Expenditures for repair and maintenance are charged to consolidated statement of income. Betterments that increase the value or materially extend the life or the related assets are capitalized.

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Impairment and uncollectibility of financial assets

An assessment is made at each balance sheet date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss is recognised in the consolidated statement of income. Impairment is determined as follows:

- (a) For assets carried at fair value, impairment is the difference between cost and fair value, less any impairment loss previously recognised in the consolidated statement of income;
- (b) For assets carried at cost, impairment is the difference between carrying value and the present value of future cash flows discounted at the current market rate of return for a similar financial asset;
- (c) For assets carried at amortised cost, impairment is the difference between carrying amount and the present value of future cash flows discounted at the original effective interest rate.

Accounts payable and accruals

Liabilities are recognized for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

Provisions

Provisions are recognized when the Company has an obligation (legal or constructive) arising from a past event, and the costs to settle the obligation are both probable and may be measured reliably.

Financial charges

Financial charges that are directly attributable to the construction of an asset are capitalised up to stage when substantially all the activities necessary to prepare the qualifying asset for its intended use are completed and, thereafter, all such costs are charged to the consolidated statement of income.

Zakat and income tax

According to the financial accounting standard for Zakat, Zakat provision for each separate fiscal period is measured and recorded in accordance with the provisions and rules of Zakat applied in the Kingdom of Saudi Arabia based on accrual basis. Such provision is charged to the consolidated statement of income.

The subsidiary is subject to income tax which is accounted for in accordance with the Egyptian tax law.

End of service benefits

Benefits payable to the employees of the Company at the end of their services is provided for in accordance with the guidelines set by the Saudi Arabian Labour Law.

Cash and cash equivalents

Cash and cash equivalents consists of bank balances, cash on hand and short-term deposits that are readily convertible into identifiable cash amounts and have a maturity of three months or less when purchased.

Selling and distribution and General and administration expenses

Selling and distribution expenses are those expenses related to salesmen and other incidental selling expenses. All other expenses are classified as general and administrative expenses.

Foreign currency translations

Transactions in foreign currencies are recorded in Saudi Riyals at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the consolidated statement of income.

The financial statements of foreign operations are translated into Saudi Riyals using the exchange rate ruling at the balance sheet date for assets and liabilities, and the average exchange rate during the period for revenues and expenses.

Components of equity, other than retained earnings, are translated at the rate ruling at the date of occurrence of respective component. Translation adjustments are recorded as a separate component in the consolidated statement of changes in shareholders' equity.

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Segment report

Segment report is an essential part of the Company is selling or providing products or services (business segment), or the sale and supply of products or services in a particular economic environment (geographical segment), and the risks and benefits of each sector on the risks and benefits of other sectors. The Company follows the geographical segment is given for the conduct of the Company for part of its activities outside Saudi Arabia.

3 CASH AND CASH EQUIVALENTS

	2011 SR	2010 SR
Cash on hand and banks	83,602,586	37,185,805
Short term deposits	37,478,288	79,714,560
	<u>121,080,874</u>	<u>116,900,365</u>

The short term deposits are invested for periods of less than three months.

4 TRADE ACCOUNTS RECEIVABLE, NET

	2011 SR	2010 SR
Trade accounts receivable (see note (a) below)	125,947,523	141,673,067
Less: allowance for doubtful debts (see note (b) below)	(18,401,809)	(15,827,732)
	<u>107,545,714</u>	<u>125,845,335</u>

- a) It is expected to collect most of the accounts receivable during the subsequent period where the Company's management has developed specific strategies to collect such receivables, the Company's ten largest customers account for 42% of outstanding accounts receivables at 31 December 2011 (45% at 31 December 2010). As at 31 December, the ageing of un impaired trade receivables is as follows:

	Total SR	Neither past due nor impaired SR	Past due but not impaired		
			Less than 30 days SR	Less than 60 days SR	More than 60 days SR
2011	107,545,714	59,184,024	22,458,600	10,230,434	15,672,656
2010	125,845,335	82,088,644	23,702,288	9,085,811	10,968,592

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

4 ACCOUNTS RECEIVABLE, NET (continued)

- b) As at 31 December 2011, the allowance for doubtful debts amounted to SR 18,401,809 (31 December 2010: SR 15,827,732). The movement in allowance for doubtful debts account as at 31 December is as follows:

	2011 SR	2010 SR
Balance at the beginning of the year	15,827,732	9,757,087
Provided during the year (see note 15)	3,622,924	7,208,324
Transfer from due to related parties	-	147,000
Write off during the year	(929,054)	(1,129,126)
Translation adjustments	(119,793)	(155,553)
Balance at the end of the year	18,401,809	15,827,732

5 RELATED PARTIES TRANSACTIONS AND BALANCES

a) Due from related parties (affiliates)

Description	Nature of transaction	Transaction amount		Balances	
		2011 SR	2010 SR	2011 SR	2010 SR
Halwani International Establishment	Sale of finished good	55,200	63,150	55,200	-
Cusien Halwani Company	Sale of finished good	119,262	936,799	38,123	90,258
Dar Teba Hotel – Madinah	Sale of finished good	55,833	43,632	4,775	5,057
Dallah Hospital	Sale of finished good	323,989	287,738	108,569	77,420
Iqra Establishment	Sale of finished good	240,000	240,000	-	-
Ulker	Raw material purchased through Company	5,635,030	12,314,467	1,225,100	4,463,623
Fadeel Halwani	Sale of finished good			2,729,352	2,729,352
Food Services Group Company	Sale of finished good	237,705	161,543	12,973	99,143
Total				4,174,092	7,464,853
Allowance of doubtful debts				(2,729,352)	(2,729,352)
Balance				1,444,740	4,735,501

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

5 RELATED PARTIES TRANSACTION AND BALANCES (continued)

b) Due to related parties (affiliates)

Description	Nature of transaction	Transaction amount		Balances	
		2011 SR	2010 SR	2011 SR	2010 SR
Dallah Trading Company	Supply of spare part	250,165	598,158	20,214	293,201
Dallah for Textile Company	Supply labour uniform	83,708	-	-	-
Al-Rabea Company	Purchase of finished material	381,160	35,278	53,657	53,627
Dallah for Transportation	Transportation of water and raw material	390,100	357,462	-	-
Halwani and Tahan Foods	Purchase of finished material	196,642	253,365	136,035	47,380
Darean Travel Agency	Purchase of tickets	908,834	1,102,159	11,853	67,516
Dallah Media Productions	Purchase advertising material	-	-	27,500	27,500
Kamel Fund	Employee insurance	45,000	45,000	-	-
FMCG	Purchase of raw material	2,157,481	4,153,575	215,599	396,754
Balance				464,858	885,978

Prices and terms of such transactions are approved by the management.

- c) As at 31 December 2011, senior management and key executives' salaries and remunerations amounted to SR 5,396,852 (31 December 2010: SR 5,194,296).

6 INVENTORIES, NET

	2011 SR	2010 SR
Raw materials	98,318,412	97,341,167
Finished good	34,410,116	34,845,569
Packing material	27,053,304	30,845,241
Spare parts (not for sale)	16,889,686	17,462,321
Work in process	3,706,363	3,121,318
Other	417,886	613,421
	180,795,767	184,229,037
Less: Allowance of slow-moving inventory	(5,204,685)	(5,465,571)
	175,591,082	178,763,466
Goods in transit	1,253,694	2,069,939
Total	176,844,776	180,833,405

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

6 INVENTORIES, NET (continued)

The movement in the allowance as at 31 December is as follows:

	<i>2011</i> <i>SR</i>	<i>2010</i> <i>SR</i>
Balance at the beginning of the year	5,465,571	3,805,578
Provided during the year (see note 16)	480,524	2,303,793
Utilised during the year	(672,993)	(560,462)
Translation adjustments	(68,417)	(83,338)
Balance at the end of the year	<u>5,204,685</u>	<u>5,465,571</u>

7 PREPAID EXPENSES AND OTHER ASSETS

	<i>2011</i> <i>SR</i>	<i>2010</i> <i>SR</i>
Prepaid expenses	7,176,894	7,366,391
Employees' advances	2,882,452	2,711,931
Zakat department – DZIT (see note 18-e)	1,722,243	1,722,243
Tax department – Income Tax	1,088,794	812,960
Tax departments – Withholding Tax	930,277	579,253
Advance payments to suppliers	1,570,114	1,837,067
Other receivables	611,217	698,137
Balance at end of the year	<u>15,981,991</u>	<u>15,727,982</u>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

8 PROPERTY AND EQUIPMENT NET

Buildings Furniture and fixtures	20 years 4 – 10 years	Plant and equipment Computer and software	10 – 15 years 4 – 10 years	Motor vehicles	4 years	Total 2010 SR
	<i>Lands</i> SR	<i>Buildings</i> SR	<i>Plant and equipments</i> SR	<i>Motor vehicles</i> SR	<i>Advance payments to suppliers</i> SR	<i>Projects under progress</i> SR
			<i>Furniture and fixtures</i> SR	<i>Computers and software</i> SR		<i>Total 2011 SR</i>

At the beginning of the year	14,860,650	68,691,245	211,756,110	16,018,402	15,978,901	43,081,186	17,856,493	84,033,377	472,276,364	429,290,807
Additions	-	164,425	3,137,350	58,607	63,761	2,180,220	24,745,933	47,657,833	78,008,129	73,484,348
Disposals	-	-	(3,676,533)	(511,400)	(363,454)	(4,622,760)	-	-	(9,174,147)	(28,200,820)
Transfer	-	-	2,822,390	350,368	1,255,733	7,835,025	(11,549,245)	(714,271)	-	-
Translation adjustments	(125,761)	(244,738)	(531,692)	(50,173)	(7,013)	(126,216)	-	(587,120)	(1,672,713)	(2,297,971)

At the beginning of the year	-	56,791,575	147,733,441	12,925,121	12,108,775	33,765,892	-	-	263,324,804	272,237,693
Charge for the year	-	925,788	11,600,124	857,709	1,763,090	4,016,879	-	-	19,163,590	17,783,706
Disposals	-	-	(3,525,202)	(510,015)	(362,218)	(4,622,760)	-	-	(9,020,195)	(26,696,595)
At the end of the year	-	57,717,363	155,808,363	13,272,815	13,509,647	33,160,011	-	-	273,468,199	263,324,804

At 31 December 2011	14,734,889	10,893,569	57,699,262	2,592,989	3,418,281	15,187,444	31,053,181	130,389,819	265,969,434
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At 31 December 2010	14,860,650	11,899,670	64,022,669	3,093,281	3,870,126	9,315,294	17,856,493	84,033,377	208,951,560
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- All property and equipment included in projects under progress are mortgaged against the SDF loan (see note 9).

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

8 PROPERTY AND EQUIPMENT NET (continued)

Depreciation charge for the year is allocated as follows:

	2011 SR	2010 SR
Cost of sales	12,443,594	12,989,855
Selling and distribution expenses (see note 15)	4,289,312	2,878,317
General and administration expenses (see note 16)	2,430,684	1,915,534
	<u>19,163,590</u>	<u>17,783,706</u>

9 LOANS

	2011 SR
Saudi Industrial Development Fund (SIDF) – see note below	12,679,750
Less:	
Current portion of term loan	<u>(268,329)</u>
Non-current portion	<u>12,411,421</u>

- On 15 June 2010, the Company signed a loan agreement with Saudi Industrial Development Fund (“SIDF”) amounting to SR 165.2 million to finance the new industrial compound project of the Company in Jeddah. All existing properties and equipment of the new project and those to be constructed were pledged to SIDF as a security for the loan. During the year ended 31 December 2011, the Company received the 1st payment of SIDF as follows:

	2011 SR
Total facility	14,776,000
Less:	
Administration fees	<u>(2,096,250)</u>
	<u>12,679,750</u>

10 ACCRUED EXPENSES AND OTHER PAYABLES

	2011 SR	2010 SR
Accrued expenses	12,063,442	10,061,142
Tax payable (see note 18-d)	18,619,299	11,822,078
Advances from customers	1,819,395	892,380
Other payables	3,692,306	7,359,274
Staff accruals	1,042,846	1,167,005
Bonuses and incentives	1,365,531	5,190,469
Allowance for vacations	3,023,919	2,961,836
	<u>41,626,738</u>	<u>39,454,184</u>

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

11 CAPITAL

Capital is SR 285,714,300 divided into 28,571,430 shares of SR 10 each.

12 STATUTORY RESERVE

In accordance with Saudi Arabian Regulations for Companies and Company's by-laws, 10% of the net income for the year is required to be transferred to the statutory reserve until this reserve equals 50% of the capital.

The ordinary general assembly may resolve to discontinue such transfers when the reserve totals 50% of the capital.

13 GENERAL RESERVE

As required by the Company's by-laws the ordinary general assembly, at the recommendation of Board of Directors may transfer a maximum of 20% of net profit to a general reserve to be allocated for one or more particular purpose. 5% of net profit was transferred each year to general reserve for future purchase of property and equipment. During 2009, the Board of Directors resolved to discontinue the transfer as it is no longer required.

14 DIVIDENDS

On 26 March 2011, the annual general assembly convened and approved board of directors' recommendation for the payment of SR 42,857,145 as dividends (i.e. 15% of capital) (10 April 2010:10% of the capital amounting to SR 28,571,430).

15 SELLING AND DISTRIBUTION EXPENSES

	2011 SR	2010 SR
Salaries and benefits	32,707,445	30,516,299
Maintenance	330,130	550,137
Insurance	1,891,616	1,635,978
Freight	668,709	1,244,479
Vehicle lease	3,813,787	3,849,202
Motor vehicle	4,120,532	4,302,161
Telephone and post	663,343	720,742
Electricity	423,102	400,292
Stationery and printing	556,772	235,400
Travel	356,917	267,919
Rent	2,397,666	2,446,092
Depreciation (see note 8)	4,289,312	2,878,317
Advertising and publicity	1,024,529	2,818,692
Other marketing expenses	4,740,044	2,796,960
Sales promotion	7,272,350	5,789,139
Commissions	8,469,365	7,093,373
Jandollat	13,142,150	11,156,176
Branches' expenses	1,661,674	1,235,340
Selling and distribution of exported goods	5,824,580	6,425,920
Other	2,549,242	3,285,298
Allowance for doubtful debts (see note 4)	3,622,924	7,208,324
	<u>100,526,189</u>	<u>96,856,240</u>

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

16 GENERAL AND ADMINISTRATION EXPENSES

	2011 SR	2010 SR
Salaries and benefits	24,542,761	24,724,406
Maintenance	1,598,650	1,392,790
Insurance	455,736	293,603
Telephone and post	864,606	1,147,736
Travel expenses	805,598	1,007,562
Computer supplies	1,321,661	631,850
Branches' expenses	813,279	769,455
Stationery and printing	287,862	161,118
Directors' remunerations (subsidiary)	-	339,167
Miscellaneous subscriptions	197,649	248,945
Depreciation (see note 8)	2,430,684	1,915,534
Other	3,750,738	5,090,674
Consultation expenses	947,901	3,320,401
Allowance for slow moving inventories (see note 6)	480,524	2,303,793
	<u>38,497,649</u>	<u>43,347,034</u>

17 OTHER INCOME

	2011 SR	2010 SR
Gain on sale of property and equipment	1,060,562	1,279,092
Sale of raw materials	128,142	420,322
Other income	1,710,823	93,903
Exchange differences	1,091,953	435,841
	<u>3,991,480</u>	<u>2,229,158</u>

18 ZAKAT AND INCOME TAX

- a) Zakat liability calculation is based on consolidated financial statements. However, tax liability calculation is based on subsidiary's financial statements.

	2011 SR	2010 SR
Zakat base:		
Shareholders' equity	479,680,037	427,123,024
Adjusted net profit	115,912,567	113,713,507
Other	48,900,066	40,183,784
Term loan	12,679,750	-
Net value of property and equipment, spare parts and other	(305,241,916)	(226,413,881)
Zakat base	<u>351,930,504</u>	<u>354,606,434</u>

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

18 ZAKAT AND INCOME TAX (continued)

b) The movement in zakat provision as at 31 December is as follows:

	2011 SR	2010 SR
Balance at the beginning of the year	9,014,564	8,882,114
Provided during the year	8,708,862	8,865,161
Paid during the year	(8,891,540)	(8,732,711)
	<u>8,831,886</u>	<u>9,014,564</u>

c) The movement in deferred tax as at 31 December is as follows:

	2011 SR	2010 SR
Balance at the beginning of the year	1,083,926	1,906,421
Provided / utilised during the year	1,116,252	(737,381)
Translation adjustments	(53,361)	(85,114)
Balance at the end of the year	<u>2,146,817</u>	<u>1,083,926</u>
Income tax charged to consolidated income statement:		
Change in deferred tax	1,116,252	(737,381)
Income tax for the year	<u>18,686,972</u>	<u>12,132,142</u>
	<u>19,803,224</u>	<u>11,394,761</u>

d) The movement in income tax as at 31 December is as follows:

	2011 SR	2010 SR
Balance at the beginning of the year	11,822,078	5,663,225
Provided during the year (see note c)	18,686,972	12,132,142
Payment during the year	(11,553,736)	(5,494,834)
Translation adjustment	(336,015)	(478,455)
Balance at the end of the year	<u>18,619,299</u>	<u>11,822,078</u>

e) Zakat status

- 1) Zakat assessments up to end of 2005 have been agreed with the Department of Zakat and Income Tax (DZIT) and final zakat certificates were obtained.
- 2) The DZIT has reopened the assessments for the years 1998 through 2001 and claimed zakat differences of SR 2,111,137. The Company has filed an appeal against the revised zakat assessment. The appeal is pending with the DZIT.
- 3) Zakat declarations for the years 2002 through 2005 were filed by the Company. The DZIT raised the assessments for the above years claiming zakat differences of SR 1,722,244. The Company has paid zakat differences (note 7) and filed an appeal against zakat assessments. The DZIT reviewed the appeal and claimed additional zakat differences of SR 447,166. The Company has filed an appeal against the final assessment which is still pending with DZIT.

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

18 ZAKAT AND INCOME TAX (continued)

e) Zakat status (continued)

- 4) Zakat declarations for the years 2006 through 2008 were filed. The DZIT has raised the assessment claiming zakat differences of SR 6,261,436. The appeal filed by the Company against the assessment which is still pending with the DZIT.
- 5) The Company filed zakat declarations for the years 2009 and 2010 and obtained restricted certificates.

f) Tax status for subsidiary company

- Corporate tax

Company's books from incorporation date up to 2004 were inspected and final settlement was reached. Tax declarations for the years up to 2010 were filed and tax due per declarations were paid.

- Income tax

Company's books were audited up to 2010 and tax due was paid.

- Stamp duty

Stamp duty was audited up to 31 July 2006 and due amounts was paid. No other taxes are due by the Company. According to Egyptian Tax Act No. 143 for the year 2006, the Company regularly pay tax due up to financial statements date.

- Tax credit/added

Tax credit/added was examined and paid up to 30 September 2011.

- Sales tax

Company's books were examined up to 2007 and tax due paid. Monthly return and tax due there under have been regularly paid on statutory deadlines.

19 SEGMENTAL REPORTING

Geographical segmental reporting is adopted by the Company for its internal reports. The following table outlines sales, gross profit, total assets and liabilities and net value of property and equipment for individual geographical segments:

	Saudi Arabia		Republic of Egypt		Other countries		Total	
	2011	2010	2011	2010	2011	2010	2011	2010
	SR '000	SR '000	SR '000	SR '000	SR '000	SR '000	SR '000	SR '000
Sales	380,942	354,893	343,342	279,412	89,359	97,665	813,643	731,970
Gross profit	124,306	131,143	96,274	86,230	22,931	20,580	243,511	237,953
Total assets	482,399	486,151	206,469	166,843	-	-	688,868	652,994
Total liabilities	97,267	100,388	53,779	45,083	-	-	151,046	145,471
Property and equipment, net	209,139	168,798	56,830	40,154	-	-	265,969	208,952

Halwani Brothers Company (A Saudi Joint Stock Company)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

20 CONTINGENCIES

As at 31 December the Company's contingent liabilities are as follows:

	2011		2010	
	<i>Contingent liability</i>	<i>Insurance</i>	<i>Contingent liability</i>	<i>Insurance</i>
	<i>SR</i>	<i>SR</i>	<i>SR</i>	<i>SR</i>
Letters of credit	100,961,115	-	24,821,742	741,288
Letters of guarantee	109,762	33,945	1,068,279	35,198
Collections and outstanding shipments	848,556	-	6,313,665	-

The Department of Zakat and Income Tax has raised final zakat assessments for the years 1998 through 2008 claiming zakat differences of SR 8.8 million. The Company has filed an appeal against the zakat assessment. The management believes the outcome will be favourable. Accordingly, the zakat liability under the assessments has not been provided for in these consolidated financial statements.

21 RISK MANAGEMENT

Interest risk

The Company has no interest bearing liabilities. However, the Company's assets are placed in Islamic Compliant Investments. Accordingly, the Company is not subject to interest rate risk.

Liquidity risk

Liquidity risk arises from the inability of the Company to meet commitments associated with financial obligations when they fall due. The Company monitors its liquidity requirements on monthly basis and the management ensures that cash is available to meet any obligations when they arise.

The current financial liabilities of the Company consist of accounts payable, current portion of term loan, accruals and other payables and due to related parties. Substantially these financial liabilities are expected to be settled within twelve months from consolidated balance sheet date and the Company expects to have adequate funds to do so.

Credit risk

Credit risk is the risk that one party will fail to discharge an obligation and cause the other party to incur a financial loss. The Company seeks to manage its credit risk with respect to customers by setting credit limits for individual customers and by monitoring outstanding receivables. The Company also obtains letters of guarantees and letters of credit from certain customers as security. The 10 largest customers account for 42% of outstanding accounts receivable as 31 December 2011 (2010: 45%).

With respect to credit risk arising from the other financial assets of the Company, including cash and cash equivalents, due from related parties and other assets, the Company's exposure to credit risk arises from default of the counter parties, with maximum exposure equal to the carrying amount of these instruments.

Currency risk

Currency risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. The Company is subject to fluctuations in foreign exchange rates in the normal course of its business. In addition to the Egyptian pound exchange rates, 45% of the company's consolidated revenues are from Halwani Brothers Egypt (subsidiary). The Company did not undertake significant transactions in currencies other than Saudi Riyals and US Dollars during the year. As the Saudi Riyal is pegged to the US Dollar, balances in US Dollars are not considered to represent significant currency risk.

Business risk

Business risk arises from several external factors as epidemic diseases as bird flu and swine flu that affect on processed meat in general. It is also the risk that may arise from the possibility of non-availability of agricultural crops that are used as basic primary materials in the nutritional industries. In addition to the risks resulting from the political disturbances that Arab Republic of Egypt is currently facing and their impact on the results of the subsidiary's business.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

At 31 December 2011

21 RISK MANAGEMENT (continued)

Prices of raw materials risk

The Company uses various raw materials as inputs in the production of their production processes and raw materials are subject to fluctuating prices, which may affect the results of the Company's operations. To mitigate such risk, the management monitors raw material prices and take appropriate decisions to buy depending on price expectations.

22 FAIR VALUES OF FINANCIAL INSTRUMENTS

Fair value is the amount for which an asset could be exchanged, or a liability settled between knowledgeable willing parties in an arm's length transaction. The Company's financial assets consist of cash and cash equivalents, accounts receivable, due from related parties and other assets, its financial liabilities consist of accounts payable, accruals, term loan and other payables.

The fair values of financial instruments are not materially different from their carrying values.

23 KEY SOURCES OF ESTIMATION UNCERTAINTY

Impairment of accounts receivable

An estimate of the collectible amount of trade accounts receivable is made when collection of the full amount is no longer probable. For individually significant amounts, this estimation is performed on an individual basis. Amounts which are not individually significant, but which are past due, are assessed collectively and an allowance applied according to the length of time past due, based on historical recovery rates.

At the balance sheet date, gross trade accounts receivable were SR 125,947,523 (2010: SR 141,673,067), and the allowance for doubtful debts was SR 18,401,809 (2010: SR 15,827,732). Any difference between the amounts actually collected in future periods and the amounts expected will be recognised in the consolidated statement of income.

Impairment of inventories

Inventories are held at the lower of cost or net realisable value. When inventories become old or obsolete, an estimate is made of their net realisable value. For individually significant amounts this estimation is performed on an individual basis. Amounts which are not individually significant, but which are old or obsolete, are assessed collectively and an allowance applied according to the inventory type and the degree of ageing or obsolescence, based on expected selling prices.

24 EARNINGS PER SHARE

Earnings per share on net operating income is calculated by dividing net operating income for the year by the weighted average number of shares during the year.

Earnings per share on net income is calculated by dividing the net income for the year by the weighted average number of shares during the year.

25 COMMITMENTS

- On 4 July 2009, the Board of Directors decided to construct an industrial compound with construction cost of SR 52 million for the 1st phase in addition to other works amounting to SR 3 million. Accordingly, the Company signed a contract with a local contractor for the construction of the 1st phase of the project. As at 31 December 2011, construction work was completed and the final acceptance has not yet been received.
- On 17 October 2010, the Board of Directors decided to construct a labours' housing unit with construction cost of SR 6 million (1st phase), in addition to other works amounting to SR 0.28 million. On 30 October 2010, the Company signed a contract with a local contractor for the 1st phase construction work of the housing unit. Construction work was completed and the final acceptance has not yet been received.
- On 23 October 2011, the Board of Directors has awarded the construction of the (2nd phase) of the industrial compound (does not include electric and mechanical works) with construction cost amounting to SR 70 million. Accordingly, the Company signed a contract with a local contractor for the construction of industrial compound (2nd phase).
- During 2010, the Company entered into a contract with a contractor for the extension work of meat processing factory amounting to SR 4.9 million in addition to other works amounting to SR 1.2 million. As per the contract the subsidiary paid SR 5 million up to 31 December 2011.
- On 21 December 2011, the Company entered into a SR 24 million contract with a foreign contractor for the supply and erection of partitions and insulation panels for the second phase of the industrial compound.